

Message Text

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ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 R

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R 140640Z FEB 76

FM SECSTATE WASHDC

TO AMCONSUL DHAHRAN

AMEMBASSY JIDDA

LIMITED OFFICIAL USE STATE 037074

E.O. 11652: N/A

TAGS: BEXP, SA

SUBJECT: JUBAIL PETROCHEMICAL COMPLEXES

1. LARGE U.S. ENGINEERING AND CONSTRUCTION COMPANY, DRAVO CORPORATION, HAS BEEN ASKED BY SHELL OIL TO PARTICIPATE IN CONSORTIUM TO BUILD CHLORALKYLIDE PLANT AT JUBAIL. CUSTOMER REPORTEDLY IS PETROMIN - PECTEN PETROCHEMICAL COMPANY. DRAVO INTERESTED IN GETTING AVAILABLE INFO ON CUSTOMER, ON WHO SHELL'S COMPETITORS ARE, AND ON PROJECT IN GENERAL.

2. DRAVO OFFICIAL WAS INFORMED BY USDOC/CAGNE THAT SAUDIS HAD RECEIVED, OVER PAST COUPLE OF YEARS, HUNDREDS OF PROPOSALS FOR THREE PLANNED PETROCHEMICAL COMPLEXES AT JUBAIL. WE NOT AWARE OF STATUS OF ANY OF PROPOSALS NOR HAVE WE ANY INFORMATION ON PETROMIN - PECTEN PETROCHEMICAL COMPANY. DRAVO OFFICIAL SEEMED TO HAVE IMPRESSION THAT SHELL HAD RECENTLY BEEN INVITED TO PROPOSE OR THERE WAS SOME GENERAL CALL FOR TENDER.

3. WOULD APPRECIATE POSTS PROVIDING AS MUCH INFO AS
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POSSIBLE ON STATUS OF PROPOSALS FOR PETROCHEMICAL COMPLEXES

AT JUBAIL OR OF ANY MOVEMENT SAUDIS HAVE MADE TO IMPLEMENT
PLANS. INFO WOULD BE FOR INTERNAL USE OF WASHINGTON

;GENCIES AND PASSED TO DRAVO AND OTHER COMPANIES ON
DISCRETIONARY BASIS. REQUEST INFO ON PETROMIN - PECTEN
PETROCHEMICAL COMPANY AS WELL. INGERSOLL

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